

Survey Shows Brisk Business For September

Official Figures on Auto Trade Expected to Give Pleasant Surprise De- spite Rail and Fuel Woes

City Dealers Are Jubilant

Gains to Business and Professions by Use of Cars Shown by Eastman

Although September is usually looked upon as a slack period by the automobile industry in general the last month has given every indication of setting a record for good business despite adverse conditions. The coal and rail situation caused a slowing down of production to a certain extent. Provisions were made to meet the fuel shortage by many concerns, but unforeseen circumstances added to the burden.

Official figures, which are being compiled all over the country, will give a pleasant surprise to those who were inclined to view the outlook in a rather pessimistic light. Estimates based on first reports give promise that the month will exceed the output of the same period last year. This is said to be especially true of inclosed vehicles and trucks.

Dealers Express Joy

In the metropolitan district the dealers are exhibiting the utmost satisfaction. The success of the Closed Car Show, which ended last night, exceeded all expectation. The interest exhibited by the public, the enthusiasm over the new models and the number of sales was highly gratifying to all concerned in the show. There is every reason to expect a highly successful season during the coming months, the dealers say, and they are prepared to meet a high increase in demand for this type of car.

Every Business and Profession Gains

through use of the automobile, according to an analysis of the usefulness of the automobile made by Lee J. Eastman, president of the Packard Motor Car Company of New York.

Facts Bared by Inquiry

Investigation by the National Automobile Chamber of Commerce shows the following interesting figures:

Bankers and manufacturers have their efficiency increased 33 per cent by use of the automobile; contractors, 51 per cent; farmers, 68 per cent; school supervisors, 72 per cent; clerical men, 98 per cent; salesmen, 203 per cent; doctors, 104 per cent; real estate and insurance men, 1 per cent.

Testimony of car owners obtained by questionnaire shows:

Added productivity due to car use, 57 per cent; mileage used for business purposes, 20 per cent; percentage of all cars used more for business, 90 per cent; amount of total mileage used where there is no other adequate communication, 34 per cent; number of cars used for business living conditions through use of car (suburban life, etc.), 37 per cent.

The motor car as an economic necessity has attained a position of importance in the modern world. Its availability to the men who are manufacturing and selling it to-day. They are selling not a luxury, but a vital need of society—personal transportation—and it is toward the constant improvement and refinement of that service that automotive engineers the world over are constantly striving.

Festivities Will Open Harlem River Speedway

Plans Laid for Automobile and Civic Celebration on October 12

The Speedway from 155th Street to Dyckman Street along the Harlem River will be opened for formally automobile traffic on Thursday, October 12. This thoroughfare, previously used solely for horse-driven traffic, has been paved with asphalt and is a wide boulevard that will serve every driver of a pleasure car traveling north and south on Manhattan, enabling him to cut five to fifteen minutes from the time previously required.

The opening of the Speedway will be observed by a celebration under the auspices of the city in conjunction with the Harlem Board of Commerce, Washington Heights Chamber of Commerce and other associations in upper Manhattan. The opening of the Speedway commemorates a six years' fight by the Harlem Board of Commerce to have this roadway turned over to the use of automobilists.

The principal feature of the celebration will be an automobile parade in which fully 5,000 decorated cars will be in line, starting at 10:30 a. m. at Seventh Avenue and 116th Street and covering the principal streets of Harlem, Washington Heights and Inwood, turning into the Speedway at the northerly end at Dyckman Street and being reviewed by the Mayor and other city officials.

One of the committee men has suggested that as the automobile has driven the horse from the Speedway a special grandstand should be erected on which the horses which formerly raced on the Speedway could be placed to review the automobile parade.

Columbia to Instruct Motorists in Auto Art

Lesson To Be Given on Basic Principles of Internal Com- bustion Engine

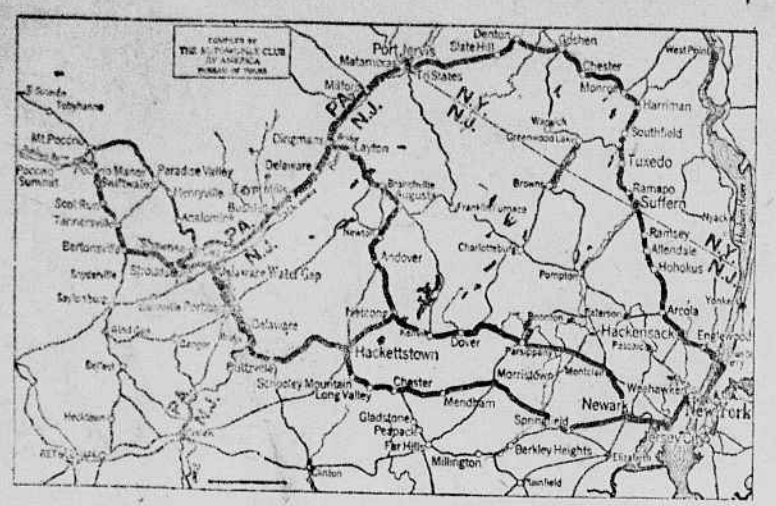
Lectures and laboratory demonstrations aimed to give the motorist a working knowledge of present-day automobile engineering will be given by the department of university extension at Columbia during the coming academic year, under the direction of Frederick H. Dutcher, of the School of Engineering, it was announced at the university yesterday.

Declaring that the four basic principles of the successful internal combustion engine were a proper initial edition of the fuel and air before igniting combustion, a reliable ignition, proper control of internal metal temperatures, and a construction which does not violate the principles of machine design, Mr. Dutcher said that a series of discussions would be based on these main points.

Plans Are Well Under Way For Auto Show in Brooklyn

Further plans for Brooklyn's annual automobile show to be held in numerous Brooklyn salesrooms October 16 to 21, were discussed at a meeting last Thursday. Members of the Brooklyn Motor Vehicle Dealers' association have been busy getting their invitations to customers and prospects, as well as working out a tentative schedule for the show which will present a gala evening the week.

Run to Delaware Water Gap Proves Attractive Fall Trip



Air Is Clear and Balmly; Brilliant Foliage Marks the Roads

By O. M. Wells Chief Roadman of the Automobile Club of America

So many motorists who like to go away for the week-end during the fall months are so undecided where to go that the Bureau of Tours of the Automobile Club of America suggests a week-end to the Delaware Water Gap, which is a delightful place, as the air is clear and balmly and the variegated colorings of the foliage, not only in the Kittatinny Mountains and through the Gap, but all along the hillsides on the way, are beautiful.

The shortest and best way to reach the Delaware Water Gap is via Montclair. Take the most convenient ferry out of New York and run to Newark, then via Bloomfield Avenue to Montclair. Motorists crossing the uptown ferries will find an excellent way to reach Montclair is to run to Hackensack, then out Essex Street into Market Street, Paterson, here turn left into Main Street and at hospital take sharp right between stores on a narrow cobblestone street and about one block beyond cross canal and railroad entering the Valley Road, which is one of the finest thoroughfares in New Jersey and which takes one to the center of the Montclair. From Montclair the route continues west on Bloomfield Avenue through Caldwell, Franklin, Parsippany and Rockaway to Dover, then through Mine Hill and Kenvil to Ledgewood.

Just beyond Ledgewood there is a sharp turn under the railroad, leaving the new concrete road, which goes on to Lake Hopatcong, and the route continues through Netcong, Stanhope, Cranberry Lake, Andover and Springdale to Newton, then runs due north to a prominent four corners, where a left turn is made, going through Augusta, Branchville, passing Culvers Lake, through Tuttle Corners and Layton, crossing the Delaware River via toll bridge to Dingmans, then continuing south along the river through Egypt Mills, Bushkill and Shawnee to the Delaware Water Gap. This route is ninety-four miles from New York City.

There is a good alternate to the above starting from Montclair by going up the Pompton Turnpike, which starts north from Bloomfield Avenue, just beyond the Mountain House, passing through Pompton Lakes, Charlottesville, Stockholm and Franklin Furnace to Sussex, then south through Boonerville to Branchville, where connections are made with the above route. The latter route is also a very scenic route, as it goes through a very picturesque section and skirts the shores of a number of pretty lakes. There is also a direct connection to the latter route from Paterson, over the Hamburg Pike to Pompton. Heretofore motorists preferred to go over the shortest route, which is only eighty-five miles and which goes through Morristown, then over Schooley's Mountain, but as there is so much construction work going on at the present time on this route the longer routes are preferable. The following work is in progress on the last mentioned route to the Gap:

The Gap is a detour between Madison and Morristown, and one or two short stretches from there on to Schooley's Mountain. The road over this mountain is not in very good condition, either at the present time. Construction work is going on through the main street of Hackettstown; in fact, all the way to Great Meadows. The road along the Musconetcong Valley, through Bettytown to Washington, is now finished, and motorists can go that way by running to Washington, where a right turn is made, and the route continued via Oxford to Bridgeville, then up the east side of the Delaware River to the little town of Delaware, where a bridge is crossed and the route continued up the west side of the river to the Water Gap.

The longer way to the Gap, which is 125 miles, is exceedingly beautiful in the fall, and starts from Hackensack, going through Arcola, Hohokus, Ramapo, Suffern, Tuxedo, Southfield, Harriman, Monroe, Chester and Goshen to Middletown. There is construction work on the Slate Hill Road, and the route now used is from Middletown via Otisville and Cuddickville, then down the Navesink Valley to Port Jervis, where the Delaware River is crossed to Matamoras, and the Delaware River Bridge. The road from Columbia is in an atrocious condition. The preferable way is to continue straight through Portland to the new bridge, which crosses the Delaware River to the little town of Delaware.

Reform Plan Suggested for Auto Service

Patrons, It Is Said, Will Not Object to Increase in Fees if Standards of Efficiency Are Raised

Dealers Are Urged to Act

Better Results Predicted if Experts Are Employed to Make Needed Repairs

By H. Clifford Brokaw Technical Director, West Side Y. M. C. A. Automobile School

The charges made by garages and service stations cause a good deal of grumbling on the part of their customers. These patrons of service stations think they are protesting on account of excessive charges. In reality the trouble lies in inefficient work done by the mechanics. Owners of repair shops are not getting rich overnight. On the contrary most of them find it difficult to make any profit on the labor of the men in their employ.

If service stations would double their fees and employ only well trained experts, a man with some car difficulty would probably not pay any more for repair work than formerly and he would be much better satisfied. One of the most exasperating experiences a man can have is to feel he is being served by an incompetent repair man. At a recent meeting of some service men a feeling of dissatisfaction was expressed that a certain job took five to eight hours to finish, for which the manufacturers of cars allowed a sum that would not cover the cost of doing the work. But the manager of one service station pointed out that his shop was able to do this same job in three hours and thus without a financial loss. He was able to accomplish this for two reasons. In the first place he had carefully worked out a plan which had included short cuts in doing the work. In other words, he had applied gray matter to this problem. In the second place he had hired trained mechanics and had paid them better wages. But in spite of the higher wages paid per hour, he was ahead because of the faster and more intelligent labor they performed.

It is a matter of applying an old principle which may find difficult to apply, namely that it is true economy to pay a little more and get better quality. When a man wants a pair of shoes, if he spends wisely, he is apt to get a good price for shoes of good quality and that will outwear two cheaper pairs. Such buying is real economy.

Auto Trade Benefit Seen In Tariff Export Clause

Increase of U. S. Automotive Sales in Other Countries Is Predicted

"The newly agreed upon export features of the United States tariff, assuring equality of treatment in non-manufacturing as well as industrial countries, will stimulate American automotive trade abroad," according to J. Walter Drake, chairman of Foreign Affairs of the National Automobile Chamber of Commerce.

"Under the general export feature the newly lowered automobile rate of 25 per cent, if conditions warranted, could be increased by one-half, bringing it up to a maximum of 37½ per cent. If some manufacturing country were unwilling to allow a duty as low as 25 per cent on American vehicles in return for an equally low rate on its automobiles brought into the United States, steps could be taken to have a higher rate up to 37½ per cent apply. "In the extension of our trade with non-industrial countries, the general export feature of the tariff will also prove helpful. Finland is one of these countries. At the present time American manufacturers are at a handicap there, because French exporters pay a duty of 10 per cent compared with 40 per cent assessed on United States automobiles."

Road Notes

The Tribune will be glad to answer written queries concerning road conditions, detours or other touring information. Address Automobile Department, Room 312, New York Tribune, New York City. Self-addressed stamped envelope should be inclosed.

Pennsylvania

HARRISBURG, Pa., Sept. 20.—The State Highway Department has announced the placing of the following new detours: Routes, County and location of detour. 24—Cumberland—Camp Hill—Lemoyne. 248—Erie—McLano—Edinboro. 198—Montgomery—Bethayres—Somerton. 280—Lebanon—Fortanna—Bismarck. The following detours have been removed:

Allegheny, 228, Section 1, Penn. Township, Lycoming (Tioga), 21, Section 5, Liberty, Bloomsburg.

[The main detour—Trot Run to Bloomsburg—and the Liberty-Roaring Branch detour are still in service. Trogt Run travel should use main detour, as the Trot Run-Roaring Branch-Liberty-Bloomsburg route is in very poor condition between Roaring Branch and Liberty.]

Cumberland—City of Newville. 156—Tioga—Tioga Mansfield.

[Traffic will use new concrete pavement except for short distance near Tioga, where the old earth road will be used until October 4, 1922.]

Merced—Merced Borough. Mercer—Parrell.

Lawrence—New Wilmington Borough. Mercer—Greenville-Hadley.

Merced—Fredonia. The following schedule covers proposed oiling operations for the week ending October 4:

County Between. Cumberland—Mount Holly-Carlisle. Cumberland—Carlisle Borough.

Dauphin—Harrisburg-Lancaster Co. line. Dauphin—Harrisburg-Lebanon Co. line.

Dauphin—Hannocks-Borough. Lebanon—Harrisburg-Tavern-Fredricksburg.

Lebanon—Lebanon-Jonestown. Lebanon—Mertown-Lebanon.

Shnyder-Sellersburg-Berks-Borough. Chester—Downingtown-Black Horse.

Chester—Conestoga-Brandywine Manor. Montgomery—North Wales-Montgomery Co. line.

Montgomery—Center Square-Blue Bell. Armstrong—Kittanning-Worthington.

Somerset—Somerset-Borough. Wayne—Hopewell-Dyberry.

Waynesburg—Osterhout-Lackawanna Co. line. Allegheny—Waxford-Butter Co. line.

Westmoreland—Mount Pleasant-Duquesne. Fayette—Brownsville-Uniontown.

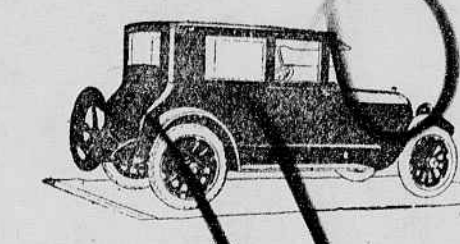
Washington—Washington-Brownsville. Erie—Ohio State line—West Springfield.

Erie—West Springfield-East Springfield.

National Show Drawing

The drawing for space for the national automobile show will take place at a public sale at the fall members' meeting, October 5, at 2 p. m. The drawing will be preceded by a buffet luncheon at 1 p. m.

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